# Dossier: LIGHTSPEED AVIATION INC

## SBIR Award Details

**Award Title:** N/A

**Amount:** $553,989.00

**Award Date:** 2023-03-07

**Branch:** USAF

## AI-Generated Intelligence Summary

**Company Overview:**

Lightspeed Aviation, Inc. is a privately held US-based company specializing in designing, manufacturing, and distributing premium aviation headsets and related accessories for pilots and passengers. Their primary mission is to enhance flight safety and improve the overall flying experience through superior audio clarity, comfort, and advanced technology integration. Lightspeed aims to solve the challenges of cockpit noise, poor communication clarity, and discomfort often associated with aviation headsets, offering solutions that improve pilot performance and reduce fatigue. Their unique value proposition lies in their commitment to innovation, combining exceptional audio performance with features like Bluetooth connectivity, active noise reduction (ANR), and wireless compatibility, packaged in durable, comfortable designs tailored to the specific demands of the aviation environment.

**Technology Focus:**

* Active Noise Reduction (ANR): Lightspeed’s headsets employ advanced ANR technology to significantly reduce cockpit noise, improving communication clarity and reducing pilot fatigue. Quantitative data, available from Lightspeed's website and independent reviews, indicates noise reduction levels exceeding 23 dB.
* Bluetooth Connectivity: Lightspeed offers headsets with Bluetooth functionality, enabling pilots to wirelessly connect to mobile devices for phone calls, music streaming, and integration with flight applications. This allows for seamless integration with modern cockpit technologies and enhances situational awareness.

**Recent Developments & Traction:**

* Delta Zulu Headset Launch (2022):\*\* Lightspeed launched the Delta Zulu headset, featuring groundbreaking hearing protection, hearing equalization and integration with the Lightspeed App. This headset incorporates the HearID technology, a first for aviation headsets.
* Partnership with Garmin (Ongoing):\*\* While specific partnership details are proprietary, Lightspeed continues to work closely with Garmin, a leader in aviation avionics, to ensure compatibility and integration with Garmin's suite of products and services. This enhances the overall cockpit experience for pilots using both brands.
* Continued Expansion of Product Line:\*\* Lightspeed has continued to expand its product line with new variants and upgrades to existing headset models. This includes improvements in comfort, durability, and connectivity options, showcasing a commitment to continuous product development.

**Leadership & Team:**

* Allan Schrader (Founder and CEO):\*\* Schrader's background is in aviation and engineering, with a proven track record of innovation and product development in the aviation headset market. He provides the vision and direction for the company.

**Competitive Landscape:**

* Bose Aviation:\*\* Bose is a major competitor in the aviation headset market, known for its QuietComfort headsets and brand recognition. Lightspeed differentiates itself through a stronger focus on aviation-specific features, such as integration with pilot apps, and potentially more aggressive pricing in certain segments, while maintaining high levels of audio quality and comfort.

**Sources:**

* Lightspeed Aviation Official Website: [https://www.lightspeedaviation.com/](https://www.lightspeedaviation.com/)
* Aviation Consumer Reviews: [https://www.aviationconsumer.com/](https://www.aviationconsumer.com/) (search Lightspeed Headsets)
* Flying Magazine Product Reviews: [https://www.flyingmag.com/](https://www.flyingmag.com/) (search Lightspeed Headsets)